

# **TOWN OF DAVIE TOWN COUNCIL AGENDA REPORT**

**TO:** Mayor and Council members

**FROM/PHONE:** Frank Apicella, Information Systems Director, 797-1063

**SUBJECT:** Resolution

**TITLE OF AGENDA ITEM:** A RESOLUTION OF THE TOWN OF DAVIE, FLORIDA, FOR COMPLETION OF THE FIRST PHASE OF TELEPHONE AND DATA INFRASTRUCTURE FOR TOWN GOVERNMENT FACILITIES, APPROVING THE BID AWARDED BY BROWARD COUNTY TO BELL SOUTH FOR TELECOMMUNICATION CABLING, AND AUTHORIZING THE MAYOR TO EXECUTE A CONTRACT FOR SUCH EQUIPMENT AND SERVICES.

**REPORT IN BRIEF:** In 1999, the \$5 million Public Improvement Revenue Bond, Series 1999 passed. Part of this bond money was allocated to the purchase of a Private Branch Exchange (PBX), which is a large digital telephone switching system located within the user's business complex. The Town already has one PBX to handle the needs of the Police Department. Phase One (cabling) of this project was estimated to require \$84,075 of the \$170,000 still available on the bond. However, due to employee/ station additions, departmental moves (both completed and projected), and an allowance for moderate growth, an additional \$15,272 is required to finish Phase One. Phase Two, purchasing the PBX equipment, will require the remaining \$70,653 of the \$170,000 and approximately \$245,000 of additional capital acquired through future bond money.

Phase One, using BellSouth, is already underway and utilizes the Broward County/BellSouth Telephone Systems Master Agreement authorized by R-2001-179. This Master Agreement is too large to attach, but is available in the Information Systems Dept. However, the Cost Schedule is attached. This first phase re-cables the Town Hall complex, Parks and Recreation/Fire Administration, Public Works, and a few outlying facilities such as Utilities Operations. This infrastructure will allow for growth in both network and telephone transmission speeds over time. Current phone and computer network systems will continue to operate until the PBX switch has been installed and tested in Phase Two of the project.

**PREVIOUS ACTIONS:** \$5 million Public Improvement Revenue Bond, Approved December 15, 1999

**CONCURRENCES:** Not Applicable

**FISCAL IMPACT:** Balance of Phase I Cabling :

Has request been budgeted?      yes

If yes, expected cost: \$15,272

Account Name and No. : PBX and Wiring, 03002995136951

**RECOMMENDATION(S):** Motion to approve the resolution.

**Attachment(s):** Resolution, Procurement Authorization, 2 BellSouth Contracts, Chronology of Master Agreement, and Cost Schedule (Exhibits B and C).

RESOLUTION \_\_\_\_\_

A RESOLUTION OF THE TOWN OF DAVIE, FLORIDA, FOR COMPLETION OF THE FIRST PHASE OF TELEPHONE AND DATA INFRASTRUCTURE FOR TOWN GOVERNMENT FACILITIES, APPROVING THE BID AWARDED BY BROWARD COUNTY TO BELL SOUTH FOR TELECOMMUNICATION CABLING, AND AUTHORIZING THE MAYOR TO EXECUTE A CONTRACT FOR SUCH EQUIPMENT AND SERVICES.

WHEREAS, the Town needs additional telephone/data communication cabling services; and,

WHEREAS, Broward County has awarded such a contract to BellSouth; and

WHEREAS, the purchase of the PBX equipment shall be acquired on a subsequent resolution, when funds are available; and

WHEREAS, employee/station additions, departmental moves, and an allowance for moderate growth has resulted in additional voice/data locations; and

WHEREAS, after review, the Town Council wishes to accept the contract rates and other terms and conditions in the above referenced contract.

NOW, THEREFORE, BE IT RESOLVED BY THE TOWN COUNCIL OF THE TOWN OF DAVIE, FLORIDA:

SECTION 1: The Town Council hereby accepts the prices, terms, and conditions of the attached contract associated with the Telephone Systems Master Maintenance Agreement RLI 060597-RB.

SECTION 2: The Town Council hereby authorizes the expenditure from the PBX and Wiring Account.

SECTION 3: This resolution shall take effect immediately upon the passage and adoption.

PASSED AND ADOPTED THIS \_\_\_\_\_ DAY \_\_\_\_\_, 2001.

\_\_\_\_\_  
MAYOR/COUNCIL MEMBER

Attest:

\_\_\_\_\_  
TOWN CLERK

APPROVED THIS \_\_\_\_\_ DAY \_\_\_\_\_, 2001.

**TOWN OF DAVIE  
PROCUREMENT AUTHORIZATION**

<u>ACCOUNT NUMBER</u>	<u>BUDGET ITEM &amp; DESCRIPTION</u>	<u>APPROXIMATE COST</u>
03002995136951	PBX and Wiring	\$15,272

**Method of Procurement** (check the one that applies)

Open Competitive Bidding  
X Piggyback on Broward County Master Maint. Agreement RLI 060597-RB  
Sole Source

**Checklist Specification & List Of Vendors Must Be Attached**

Signed \_\_\_\_\_  
Department Head

Have Funds Been Reserved \_\_\_\_\_

Date \_\_\_\_\_ Signed \_\_\_\_\_

Signed \_\_\_\_\_  
Town Administrator

<u>VENDOR</u>	<u>BIDS SUBMITTED</u>	<u>COST</u>
BellSouth Communications Systems LLC		\$15,272

Signed \_\_\_\_\_  
Purchasing Specialist

**Town Administrator's Recommendation**

<u>Vendor</u>	<u>Cost</u>
BellSouth Communications Systems LLC	\$15,272

Signed \_\_\_\_\_  
Town Administrator



**BellSouth  
Communication Systems**  
A BELL SOUTHWEST Company

**BELLSOUTH COMMUNICATION SYSTEMS, INC.  
TELECOMMUNICATIONS WIRING PROPOSAL**

Submitted to:  
Town of Davie

Service Address:  
Town Hall, 4700 bldg. 3500, bldg., Public Works  
Garage, Public Works Storage, Public Works  
Trailer, and Fire Station # 1, in Davie, Florida

Proposal Date: 11 14 01                      BICS Engineer: Todd Stagg, RCDD  
Proposal and Pricing Valid for 60 Days from Proposal Date

**PURSUANT TO MASTER AGREEMENT NO. CPE61537 cust. ID 52248 loc1,  
BELLSOUTH WILL PROVIDE AND INSTALL THE FOLLOWING:**

Thank you for this opportunity to provide pricing for the following additional work necessary to complete town wide installation of the new voice and data infrastructure. BellSouth has previously been awarded the original cabling project for \$ 84,075.00. In that project the Town of Davie purchased the installation of 175 dual cable runs comprising of 1 x Cat 5 E and 1 Cat 6 connections. A survey was conducted to pin point actual locations of the drops and it was discovered that the requirement was greater than expected. BellSouth expanded the count to include 221 dual drops, 32 single voice, and 25 single data locations. These additional drops were included at no additional cost to the Town of Davie. In effort to try to meet your cabling needs, we estimate that you will need 42 additional dual drop locations. The cost for BellSouth to provide this service will be \$13,427.00.

In addition a fiber optic tie cable will be required. This new fiber cable will be used to connect the existing fiber optic cable in the computer room to the new PBX room. The cable will be 24 strand MM and will be installed in innerduct. The price for this new fiber connection is \$1,845.00.

**Project Scope review:**

Your new cabling system will consist of two cables to be installed at each user location. Per our walk throughs we have estimated that your current requirements are for an additional 42 locations.

**PATHWAYS**

It is our assumption that all conduit pathways will be existing or would be provided by the Davie Facilities Department. BellSouth will provide all necessary fire stopping for the our communication pathways. Again we assume that the Facilities Department will provide all slab penetrations.

## **HORIZONTAL CABLING**

### *Installation:*

The horizontal cables on each floor will originate from the communications closet or panel. All horizontal cables will be terminated in patch panels. The patch panels will be installed with horizontal wire managers above and below each panel when there is more than one panel installed.

Each work area outlet will receive two horizontal cables. Each of those cables will have their own distinct circuit ID. All cabling for this project that is not installed within conduit will be installed secured in the ceiling of the building structure in its own support system. The cabling will be installed wherever possible above all other utilities within the ceiling, and will not rest on or use the support structure of other trades work. All cabling will follow general routes through hallways and will avoid, wherever possible, routes through individual work areas. All cable bundles will not exceed groupings that will cause the cables on the bottom of the bundle at the supports to become cinched or unduly compressed by the weight of the bundle.

## **WORK AREA OUTLETS (WAO)**

As stated above, each WAO, unless otherwise specified, will consist of two horizontal cables. All WAOs that reside in wall outlets will be installed in a dual flush mount outlet.

All WAOs that reside in modular furniture will be installed in a dual surface mount outlet.

All connectors in all outlets will match the color of the faceplate (unless otherwise specified by the customer in our kickoff meeting).

## **LABELING**

All cables installed in this system will be labeled. The labeling will be done in a neat manner, using computer-generated labels. At no time for any reason will hand writing be used to label any portion of this installation.

## **INSTALLATION COMPLIANCE**

**This installation will be completely compliant with all the following codes, regulations and standards:**

**The National Electric Code  
EIA/TIA 568A  
EIA/TIA 569  
All applicable building codes  
All manufacturer guidelines  
BICSI TDMM**

## **CONTRACTOR QUALIFICATIONS**

### **BellSouth**

**Does will have a RCDD on staff and overseeing on this project.**

- **BellSouth will use one of our certified business partners to perform this installation.**
- **BellSouth will provide any required permitting as required for this installation**
- **BellSouth has adequate coverage for Workmen's Compensation. Contracting BellSouth has General Liability insurance with adequate coverage BellSouth is certified by the manufacturer to provide extended warranties for the Ortronics/Berk-Tek cabling system.**
- **BellSouth has and will provide documentation for proof of licensing, manufacturer's certification and insurance coverage's.**

## **GROUNDING**

**All racks and panels in this project will be grounded. Each rack will be individually grounded with a #6AWG green insulated ground wire, run to a BellSouth provided common bus bar only. The Facilities Department must provide the ground from the main power panel for the building. Per proper grounding procedures, BellSouth will bond all equipment racks and termination panels.**

## **TESTING**

**All horizontal cabling will be tested according to the manufacturer's guidelines for the category of cabling installed.**

## DOCUMENTATION

As part of this installation, the BellSouth will provide a documentation package. This documentation package will consist of marked (customer provided )floor plans showing all work area outlets and their associated numbering. Additionally, BellSouth will provide test results for all cabling installed for this project. These test results will be provided in both hard copy and on disk. All cables that have a patch cord will be tested for channel performance and all un-patched cables will be tested for link performance per manufacturer specs..

## WARRANTY:

BellSouth will provide the manufacturer's extended product warranty and applications assurance. This warranty must cover the entire channel performance ( As mentioned above, a channel warranty will only be extended on the cables that have a patch cable. All un-patched cables will be tested and warranted for link performance.

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We hereby propose to provide and install the above listed labor and materials in accordance with the above specifications for the sum of: \$ 13,427.00 for the 42 dual cable drops and \$1,845.00 for the new fiber link to the PBX room. Excluding applicable sales tax.

Payment will be made as follows: Per Master Agreement

All material is warranted under the Master Agreement to be as specified. All work will be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications will be executed only upon written Change Orders prepared by BellSouth and signed by Customer showing the cost and time impact of the changes. All agreements contingent upon strikes, accidents, or any other factors beyond our control. This proposal is subject to acceptance within 60 days and is void thereafter.

Signature: Todd Stagg  
Todd Stagg, RCDD  
BellSouth Communication Systems, Inc.  
BICS ENGINEER

Date: 11-14-01



#### ACCEPTANCE OF PROPOSAL

The above prices, specifications and conditions are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

#### ACCEPTANCE OF PROPOSAL

The above prices, specifications and conditions are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Option for 42 x Category 5E/6 = \$ 13,427.00

Option price for New 24 strand fiber = \$ 1,845.00

Customer: \_\_\_\_\_ Date: \_\_\_\_\_

Customers Purchase Order Number, Contact, and Address:

P.O. # \_\_\_\_\_ Amount= \$ \_\_\_\_\_

Invoice Attention to: \_\_\_\_\_

Address : \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



**CHRONOLOGICAL HISTORY  
TELEPHONE SYSTEM MASTER MAINTENANCE AGREEMENT  
RLI #060597-RB**

<b>Date(s)</b>	<b>Description of Topic</b>
06-24-97	County Commission approved the S/NC
08-15-97	S/NC meeting to review the RLI process and approve the RLI draft
09-02-97	RLI was distributed to the vendors
11-05-97	S/NC meeting to review staff's analysis and executive summary - S/NC short-listed the vendors. Vendors short-listed were BellSouth, GTE, Sprint and WITel (Williams).
01-15-98 thru 02-03-98	Vendor presentations conducted. The first hour included members of the S/NC to receive and overview from each of the four (4) vendors
04-09-98 thru 05-29-98	Vendors were invited to do site visits to inventory equipment and service needs.
06-25-98	Best and Final Offer Specifications (B&FO) were mailed to the vendors. The closing for response to the B&FO was 07-24-98.
09-29-98	S/NC meeting to rank vendors: (# 1 - BellSouth, # 2 - Sprint, # 3 - GTE, # 4 - WITel)
10-01-98	Interim agreement signed with BellSouth to provide maintenance services
10-05-98 thru 02-15-99	Protest process, informal and hearing officer review and ruling. Protesting vendors were Sprint and WITel
12-16-98	Interim agreement (Amendment # 1) was extended for another 90 days (expiration March 31, 1999) due to the protest
02-25-99	Interim agreement (Amendment #2) was extended for 6 months (expiration September 30, 1999) to allow staff to negotiate a contract.
04-20-99	Informal negotiations began with BellSouth and County technical staff
04-29-99	Informal negotiation meeting with BellSouth (SB) and County technical staff
05-04-99	Informal negotiation meeting with BellSouth (SB) and County technical staff
06-01-99	Informal negotiation meeting with BellSouth (SB & BB) and County technical staff
06-09-99	Informal negotiation meeting with BellSouth (SB) and County technical staff
06-15-99	Board approved the Director, Department of Safety & Emergency Services to replace lost OIT Director as Chair of the S/NC (Item #44)
06-22-99	Informal negotiation meeting with BellSouth (SB) and County technical staff
07-16-99	Informal negotiation meeting with BellSouth (SB) and County technical staff
08-12-99	Informal negotiation meeting with BellSouth (SB) and County technical staff
08-19-99	Informal negotiation meeting with BellSouth (SB) and County technical staff

**CHRONOLOGICAL HISTORY  
TELEPHONE SYSTEM MASTER MAINTENANCE AGREEMENT  
CONTINUED**

<b>Date(s)</b>	<b>Description of Topic</b>
06-22-99	Informal negotiation meeting with BellSouth (SB) and County technical staff
07-16-99	Informal negotiation meeting with BellSouth (SB) and County technical staff
08-12-99	Informal negotiation meeting with BellSouth (SB) and County technical staff
08-19-99	Informal negotiation meeting with BellSouth (SB) and County technical staff
08-25-99 thru 08-26-99	Sunshine meeting to negotiate the agreement between BellSouth representatives (KF, SB, JC) and County technical and legal staff
08-30-99 thru current	Continuous e-mails between BellSouth and County's legal and technical staff to negotiate language within the draft agreement
09-08-99	Interim agreement (Amendment #3) was extended for another 90 days (expiration December 31, 1999) due to negotiation delays
10-12-99	Conference call with BellSouth (KF & SB) to negotiate agreement with County technical staff
11-08-99	BellSouth provided a letter explaining the maintenance rate.
11-12-99	BellSouth proposed a new port count and associated dollar value with and without County standard language, termination for convenience and performance/liquidated damage clauses.
11-30-99	Interim agreement (Amendment #4) was extended for another 60 days (expiration January 31, 2000).
12-01-99	County sent the draft of the agreement and what the County believed to be BellSouth's final offerings with a request that they respond to outstanding contract issues and whether or not the County's understanding of BellSouth's options were correct.
01-03-00	Sunshine meeting between BellSouth executives (JC, PW, BB, TM) and staff (KF, SB, CI, MK, DL), BellSouth's attorney (John Copeland), and Broward Telecommunications staff to negotiate outstanding issues of the agreement
01-03-00 thru 01-17-00	Correspondence and verbal communication exchanged between BellSouth staff and County's legal and Telecommunications staff to finalize the language of the agreement.
01-06-00	Interim agreement (Amendment #5) was delivered to the Purchasing Division to request an extension for another 30 days (expiration March 1, 2000) due to time needed for presentation to S/NC and Board for approval of the draft agreement.
01/25/00	S/NC meeting scheduled at 9:00, Govt. Ctr. Room 302 to request consideration to accept draft agreement.
02/15/00	Board of County Commissioners accepted the agreement.
02/17/00	Commissioner Gunzburger executes the agreement.



**Exhibit B**

**Meridian Option 11 - 81 Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
<b>Modules:</b>					
System Core	NTBK45		1,498.01		1,498.01
InterGroup Module	NT8D36		1,466.00		1,466.00
IPE Module	NT8D37EC		2,932.00		2,932.00
IPE Module	NT8D35		2,341.12	690.20	3,031.32
CE/Network Module	NT6D3906A		1,872.66	466.65	2,339.31
CE/Network Module	NT6D44		5,619.00		5,619.00
CE/Network Module	NT8D34		1,872.66		1,872.66
Meridian Mail Module	NT6P01AA		2,959.00	1,062.50	4,021.50
RPE Module	NT8D47		3,745.32	225.25	3,970.57
Wall Mount Fiber Remote	NT1P70		5,266.93	180.20	5,447.13
Meridian MAX Module	NT7D19SA		5,900.00	180.20	6,080.20
Meridian CCR Module	NT7D19QA		5,900.00	180.20	6,080.20
Meridian IVR Module	NTD19RA		22,022.34	180.20	22,202.54
Meridian Link Module	NT7D19AA		1,769.41	112.20	1,881.61
Core/Network Module	NT9D11		2,106.89		2,106.89
<b>Common Equipment:</b>					
CPU /Conf. Card	NTAK01		924.53		924.53
TDS/DTR 8 Channel	NTAK03DA		795.91	64.60	860.51
System Core Pack	NTBK45AB		1,563.00		1,563.00
Exp. Daughter Board	NTBK47AB		280.84		280.84
D-Chan. Handler Intfc	NTAK93AA		468.46	102.00	570.46
SDI/DCH 3 Port	NTAK02AB		1,404.79	32.30	1,437.09
DTI/PRI	NTAK09		1,404.79	286.60	1,691.39
MMI 68K Processor	NTAK14BA		2,460.00	266.90	2,726.90
MM2 Digital Voice Pr	NTAK15AB		3,058.00	266.90	3,324.90
MM3 Power Board	NTAK13AA		670.00	266.90	936.90
Release 5 MFA Card	NTBK54AB		386.45		386.45
Release 8 EFI Card	NTBK55AB		360.49	64.60	425.09
2 - 4 Hr. Battery	NTAK75AB		2,083.29	305.15	2,388.44
Integrated CPU	NTND01BA		2,341.12		2,341.12
MSPS Card	NTND02BA		1,732.24		1,732.24
Floppy Disk Unit	NTND15AA		702.10		702.10
CPU Memory			2,808.99		2,808.99
SMDU Card	NT9D33A		1,404.79	819.40	2,224.19
EMSI Card	NT9D34AA		655.49	129.20	784.69
I/O Processor Card	NT6D63AA		1,310.98	32.30	1,343.28
Core Multi Drive Unit	NT6D64AA		2,314.12	32.30	2,346.42
Line Side T1 Interface	NT5D11		2,446.00	561.85	3,007.85
Dual Port PRI/DTI	NT5D12AA		5,383.75	561.85	5,945.60

**Exhibit B**

**Meridian Option 11 - 81 Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
Ring Generator	NT7D05AA		795.91	129.20	925.11
CMA Card	NTND10AA	649968	1,006.54	32.30	1,038.84
Multi-Pur. ISDN	NT6D73AA		1,638.34	260.10	1,898.44
Core to Network Intf.	NT6D65AA		1,030.14	32.30	1,062.44
Controller 4 Card	NT8D01BC	648272	2,106.89	129.20	2,236.09
Universal Trunk Card	NT8D14BB		1,685.63	516.80	2,202.43
MSDL Card 4 Port	NT6D80AB	601126	2,106.89	129.20	2,236.09
Superloop Network Cd	NT8D04BA	648275	1,638.43	129.20	1,767.63
Conf/Tone&Digital	NT8D17EA	648281	2,341.12	129.20	2,470.32
12 Mbyte Memory	NTND09CA		2,457.94		2,457.94
4 Mbyte Multi-Disk Unit	NTND16AA		1,404.79		1,404.79
IOP & CMDU	NT5D20BA		3,651.51	32.50	3,684.01
Line Side T-1 Interface	NT5D11AA		2,341.12	561.85	2,902.97
Download D Chan. Hd	NTBK51BA		538.67	32.50	571.17
Dual Port PRI/DTI card	NT5D12AA		5,383.75	561.85	5,945.60
Multi-purpose ISDN Proc	NT6D73AA		1,638.43	260.10	1,898.53
Peripheral Signaling	QPC43R	092837	374.65	129.20	503.85
Seg. Bus Extender	QPC215		1,170.56	129.20	1,299.76
Conference (Up to 10)	QPC444		1,357.59	129.20	1,486.79
PRI ISDN Card	QPC720F	601854	2,106.89	561.85	2,668.74
Clock Controller for 71	QPC471H	645378	702.10	129.20	831.30
Clock Controller for 51	QPC414C		936.33	129.20	1,065.53
ESPI Card for 51	QPC513H	600005	2,106.00	193.80	2,299.80
Perip. Card for 51	QPC441D		936.33	129.20	1,065.53
MSI Card for 51	QPC584F	648484	655.49	129.20	784.69
Floppy Disk Interface	QPC742F		491.47	129.20	620.67
SDI 4 Port for 21	QPC841C		1,333.99	193.80	1,527.79
Digital Line Card	NT8D02AB	601343	1,638.43	452.00	2,090.63
Analog MW Line Card	NT8D09AL	NTI063	1,638.43	323.00	1,961.43
Network DTR Card	NT8D18AB		2,341.12	129.20	2,470.32
E & M Trunk Card	NT8D15AK		1,217.17	387.60	1,604.77
Digitone Receiver Cd	NT8D16AB		1,170.56	129.20	1,299.76
Remote Carrier Intf.	NT7R52AA		3,745.32	129.20	3,874.52

**Exhibit B**

**Meridian Option 11 - 81 Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
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**Equipment for Stock to Maintain/Repair System(s):**

Regulator - 48 Volt DC	QPC163D	062420			
Ringing Generator	QPC187D	646244			
Intergroup Switch	QPC412C	646322			
500 Port Line Card	QPC60H	646175			
SL-1 Line Card	QPC61H	062216			
Peripheral Buffer	QPC64K	062293			
10 Volt Converter	QPC80	092852			
30 Volt Converter	QPC82	645749			
Power Monitor	QPC84S	649570			

**Note:** The above listed items are not for sale, equipment required for stocked items to maintain/repair system(s).

**Power & Cooling Eqt.:**

PE Power Supp. DC	NT6D40AB		1,872.66	258.40	2,131.06
CE Power Supp. DC	NT6D41AB	55A047	1,872.66	32.50	1,905.16
Ringing Generator DC	NT6D42CD	648588	795.91	129.20	925.11
CE/PE Power Supply	NT6D43AA		2,106.89	32.30	2,139.19
MFA150 Unit	NT6C14GB		2,996.02	450.50	3,446.52
CE Power Supply	NT6D06AA		1,872.66	180.20	2,052.86
Rectifier -48 V	NT0R71AA	A0354954	4,307.00	450.50	4,757.50
Rectifier -52 V	NT0R72AA		1,966.47	452.20	2,418.67
Rectifier Used in MFA150	NT5C06CC		1,778.85		1,778.85
Power Failure Transfer	A0355200		374.65	258.40	633.05

**Software:**

ACD/Mess. Processor	SW0221C		936.33		936.33
Enh. Call Center Route	SW0225B		795.91		795.91
Additional Language	SW7023		393.53		393.53
Adv. ACD Features	SW0202C		421.26		421.26
ACD Link MAX/ACD	SW0205A		140.42		140.42
Opt. 71 Transaction Fee	599SL-1		811.25		811.25
Release 23 Software	SW000J/Base		2,808.99		2,808.99
Mgmt. Reporting Package			901.52		901.52
Load Mgmt. Package C2			327.45		327.45
Network ACD - NACD			2,925.81		2,925.81
Meridian Link	SW0251A		936.33		936.33

**Note:** Software listed above is sold in increments, cost indicated above is for incremental pricing.

**Miscellaneous Ept.:**

Column Spacer Kit	NT8D49		164.02	64.60	228.62
Blank Faceplate	NT8D31AA		21.24		21.24
Onsach Lightning Protector			10.62	6.46	17.08

**Exhibit B**

**Meridian Option 11 - 81 Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
<b>Meridian Mail Options:</b>					
Meridian Mail Shelf	NT6D39DC		1,660.26	129.20	1,789.46
VP8 Card	NT6P08AA		17,696.46	258.40	17,954.86
VP4 Card	NT6P04AA		9,176.27	258.40	9,434.67
Utility Card	NT6P03AA		1,802.45	193.80	1,996.25
68K Card	NT6P02AA		2,752.94	193.80	2,946.74
Release 11 Base Software			1,368.00		1,368.00
Additional Language	SW7023		410.00		410.00
4 Port Voice Mail & SW	AS7090		1,310.98		1,310.98
8 Port Voice Mail & SW	AS7091		1,966.47		1,966.47
Storage Level 3 to 4	SW7055		4,915.88	258.40	5,174.28
8 Port Full Svc. Voice Mail	AS7110		17,696.46	258.40	17,954.86
<b>Common Eqpt. Cables:</b>					
PR1/DT1 to Clock	NT8D79AB		25.96	32.50	58.46
Network to I/O	NT8D86BD		48.97	32.50	81.47
InterCabinet Network	NT8D98AD		98.53	32.50	131.03
MSDL DCH Interface	NTND26AA		94.96		94.96
SDI I/O to DTE/DCE	NT8D95AA		39.53	32.50	72.03
Network to Controller	NT8D91AC		35.99	32.50	68.49
Network to PE Cable	NT8D85BB		19.47	32.50	51.97
SDI Cable	NT7D61EB		25.96		25.96
<b>Telephone Sets:</b>					
M2006 Digital	NT9K05AA++		88.50	34.85	123.35
M2008 Digital	NT9K08AA++		157.53	34.85	192.38
M2008 Display & PS	NT9K08AC++ NT2K08XF35		229.51		229.51
M2008 Handsfree	NT9K08AB++		255.47	34.85	290.32
M2008 HF & Display	NT9K08AD++		267.00	34.85	301.85
M2616 Digital	NT9K16AA++		261.96	34.85	296.81
M2616 Digital Display	NT9K16AC++		343.97	34.85	378.82
M2216 ACD	NT2K18F03		359.00		359.00
M2250 Att. Console	NT6G00AF		2,228.43	209.95	2,438.38
M8009 Phone			31.27	28.90	60.17
M8314 Handsfree Analog			125.67	28.90	154.57
M8417 Handsfree 2 Line			136.00		136.00
M9216 Feature ISDN	A0407773		125.67	28.90	154.57
M9316 Handsfree ISDN	A0407774		136.00		136.00
Note: Telephone sets where ++ is indicated above equates to colors (03 = Black, 35 = Ash, 93 = Gray)					
<b>Telephone Set Options:</b>					
Single Key Mod. Foot	P07801++		5.25	16.15	21.40
Double Key Mod. Foot	P07802++		14.00	16.15	30.15
Power Supply Board	NT2K10WD		52.51		52.51

**Exhibit B**

**Meridian Option 11 - 81 Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
Meridian Display Option			137.00		137.00
Meridian Key Exp. Opt.		6H03	105.02	64.60	169.62
<b>Headsets:</b>					
Headset Headband	A0378007		153.99	6.46	160.45
MPA Headset Amplifier	A0378008		111.51	6.46	117.97
Headset Earloop	A0378005		147.50	6.46	153.96
Headset w/Earloop	A0378006		147.50		147.50
MIC Cushion (10 Pack)			22.00		22.00
Ear Cushion (10 Pk)	A0378018		33.04		33.04
<b>User Guides:</b>					
ACD User Guides			18.88		18.88
Meridian Mail User 15 Pk			18.88		
<b>Labor Rates:</b>					
Regular 8:00 am to 5:00pm				64.00	64.00
Overtime				96.00	96.00



**Exhibit B**

**Meridian Option 11 - 81 Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
<b>Meridian Option 11C System Configuration:</b>					
Option 11C Single Cabinet (AC)	NTSF1101		1,217.23	632.26	1,849.49
Opt. 11C R24 Eng Document Pkg Coil	NT6R78AD		112.36		112.36
Opt. 11C Enterprise SW Pkg	NTSF8022		3,043.07		3,043.07
SDI/DCH Package	AS1073		1,451.31	157.99	1,609.30
TMDI D-Channels	NTSF8730		306.64		306.64
TMDI Pkg (1.5MB)	NTSF6800		1,591.76	210.72	1,802.48
Clock Controller Card	NTAK20AD		468.17		468.17
Enh MM Card Opt 4-12 Pts, 5/10/24/	NTZC49AA		8,520.60	843.06	9,363.66
MMail R13 Base Software	NTZC57AA		655.43		655.43
Opt. 11C 100 Add TNS Enterprise	NTSF8103		3,511.24		3,511.24
Opt. 11C 30 ft Expansion Cab. (AC)	NTSF2101		1,076.78	316.08	1,392.86
30 ft Dual Port Fiber Daughterboard	NTDK84AA		749.06	5.25	754.31
30 ft Fiber Daughterboard	NTDK22AA		468.17		468.17
M2006 Sgl Line Dig Tel, Basic, Black	NT9K05AA03		88.49	26.32	114.81
M2008 Standard Tel, Basic, Black	NT9K08AA03		114.71	26.32	141.03
M2008 Standard Tel, w/Display, Blk	NT9K08AC03		229.40	26.32	255.72
M2008HF Tel, Basic, Black	NT9K08AB03		157.30	26.32	183.62
M2008 HF Tel, w/Display, Black	NT9K08AD03		255.62	26.32	281.94
M2216 ACD Telephone, Black	NT9K18AC03		344.10	26.32	370.42
M2616 Perf-Plus Tel, Basic, Black	NT9K16AA03		262.17	26.32	288.49
M2616 Perf-Plus Tel, w/Display, Blk	NT9K16AC03		344.10	26.32	370.42
M8004, Charcoal	NTN02AAAAC		32.76	26.32	59.08
M8009 Universal, Black	A0404585		59.13	26.32	85.45
M8314 Handsfree, Black	A0400006		125.44	26.32	151.76
M3901 Entry, Charcoal	NTMN31BA70		52.43	26.32	78.75
M3902 Basic, Charcoal	NTMN32BA70		108.14	26.32	134.46
M3903 Enhanced, Charcoal	NTMN33BA70		219.58	26.32	245.90
M3904 Professional, Charcoal	NTMN34BA70		360.49	26.32	386.81
Preprinted Feature Key Cap, Pkg 11	AS1182				
Mer. Telephone User Guide, Pkg 15	AS1082				
M2216 ACD Set User Guide, Pkg 15	AS1083				
M3901,M3902,M3903,M3904 Guides	NT2F7901				
Analog MW Line Card	NT8D09BA		1,638.58	263.46	1,902.04
Line Side T1 Interface Assem	AS1461		2,528.09	105.37	2,633.46
Universal Trunk Card	NT8D14BB		1,685.39	157.99	1,843.38
E&M Trunk Card	NT8D15AK		1,217.23	316.08	1,533.31
Miran Rel 2 Small (5 Channel)	NTVP1000		2,359.55	52.62	2,412.17
Miran Rel 2 Medium (6 Channel)	NTVP1001		3,539.33	52.62	3,591.95
Miran Rel 2 Large (10 Channel)	NTVP1002		4,194.76	52.62	4,247.38
Class Modem Card	NT5D60AA		2,621.72	157.99	2,779.71
Special Console/Line Card Package	AS1013		2,340.83	105.37	2,446.20

**Exhibit B**

**Meridian Option 11 - 81 Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
Digital Line Card (DLC)	NT8D02GA		1,638.58	105.37	1,743.95
Special M1 ATT. PC w/DLC	AS1066		3,089.89	526.90	3,616.79
Mat 6, End User C.S.	NTZC01AD		573.51		573.51
Mat 6 Sys Manage. Mktg. Bun	NTZC04CA		11,470.04	1,686.26	13,156.30
Mat 6 Call Acct. Small Expansion Li	P0876391		1,507.49		1,507.49
MDR2000 Buffer Box 512kb 117VAC/NTZK52CA			1,674.63	105.37	1,780.00
Line Side T1 Interface Card, Inst	P0907386		14.98		14.98
VLAN Maintenance Cable	NTAG81DA		98.31		98.31
<b>Meridian Option 51C System Configuration:</b>					
Mer 1 Opt 51C System Pkg DC	SY1009D		7,490.64	2,107.80	9,598.44
Mer 1 System Software Rel 24	SW0000K		2,808.99		2,808.99
RTU/FAST TDS	SW0028A				
ISDN Networking	SW0051B		1,053.37		1,053.37
Public ISDN Access	SW0053B		374.53		374.53
Class Software	SW0040A		819.29		819.29
ACD/Message Processing	SW0221C		936.33		936.33
RTU/Enhanced Call Center Mgmt.	SW0224A		1,053.37		1,053.37
Ringing Generator DC	NT6D42CD		795.88	105.37	901.25
Network Card	QPC414C		936.33	105.37	1,041.70
MFA150 Mod Power Asmb-Single Shelf	AS1200D		2,996.26	210.72	3,206.98
PRI Package	AS1061		2,200.38	421.53	2,621.91
Multi-Purpose Serial Data Link	NT6D80AB		2,106.74		2,106.74
MM Exp Storage SW Level 1-2	SW7049		4,915.73		4,915.73
Ehn. MM EC Opt 4-24 Port	SY7020D		7,209.74	1,930.64	9,140.38
MMail Rel 13 Base Software	NTZR57CA		1,310.86		1,310.86
8 Port Full Service Voice Processing	AS7110		17,696.64	210.72	17,907.36
Analog Message Waiting Line Card	NT8D09BA		1,638.58	263.46	1,902.04
Universal Trunk Card	NT8D14BB		1,685.39	157.99	1,843.38
Digitone Receiver Card	NT8D16AB		1,170.41	105.37	1,275.78
Class Modem Card	NT5D60AA		2,621.72	157.99	2,779.71
Digital Line Card (DLC)	NT8D02GA		1,638.58	105.37	1,743.95
Special Console/Line Card Package	AS1013		2,340.83	105.37	2,446.20
68060E CPU 128Mb	NT5D03FB		5,383.90		5,383.90
Network to I/O Cable 6 ft	NT8D86BD		49.16		49.16
2 Port SDI I/O to DTE/DCE Cbl 16 ft	NT8D93AJ		39.33		39.33
2 Port SDI I/O to DTE/DCE Cbl 48 ft	NT8D93AW		58.99		58.99
SDI I/O to DTE/DCE Cbl 48 ft M/M	NT8D95AW		72.10		72.10
Inter-Cabinet Network Cable 6 ft	NT8D73AD		111.42		111.42
Network to PE Cable 2 ft	NT8D85BB		19.66		19.66

**Exhibit B**

**Meridian Option 11 - 81 Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
PTI/DTI to Clock Controller Cbl 2 ft	NT8D79AB		26.22		26.22
MSDL to I/O Panel Cable 6 ft	NTND27AB		98.31		98.31
MSDL DCHI Interface Cable 6 ft	NTND26AA		85.21		85.21
Module Side Cover	NT9D18AA		81.92		81.92
M2006 Sgl Line Dig Tel, Basic, Black	NT9K05AA03		88.49	26.32	114.81
M2008 Std Bus Tel, Basic, Black	NT9K08AA03		114.71	26.32	141.03
M2008 Std Bus Tel w/Display, Black	NT9K08AC03		229.40	26.32	255.72
M2008HF Std Bus Tel, Basic, Black	NT9K08AB03		157.30	26.32	183.62
M2008 HF Std Bus Tel w/Display, Black	NT9K08AD03		255.62	26.32	281.94
M2216ACD Telephone, Black	NT9K18AC03		344.10	26.32	370.42
M2616 Perf-Plus Tel, Basic, Black	NT9K16AA03		262.17	26.32	288.49
M2616 Perf-Plus Tel, w/Display, Black	N9K16AC03		344.10	26.32	370.42
M8004, Charcoal	NT2N02AAAC		32.76	26.32	59.08
M8009 Universal, Black	A0404585		59.13	26.32	85.45
M8314, Black, Handsfree	A0400006		125.44	26.32	151.76
M3901 Entry, Charcoal	NTMN31BA70		52.43	26.32	78.75
M3902 Basic, Charcoal	NTMN32BA70		108.14	26.32	134.46
M3903 Enhanced, Charcoal	NTMN33BA70		219.58	26.32	245.90
M3904 Professional, Charcoal	NTMN34BA70		360.49	26.32	386.81

**Meridian Option 61C System Configuration:**

Option 61C System Pkg DC	SY1016D		11,235.96	2,529.33	13,765.29
Meridian 1 Sys. Software Rel 24	SW0000K		2,808.99		2,808.99
RTU/FAST TDS	SW0028A				
ISDN Networking	SW0051B		1,053.37		1,053.37
Public ISDN Access	SW0053B		374.53		374.53
Class Software	SW0040A		819.29		819.29
ESA Enhanced Services	SW0165A		1,170.41		1,170.41
Music Broadcast	SW0155A		65.54		65.54
RAN Broadcast	SW0150A		187.27		187.27
ACD/Message Processing	SW0221C		936.33		936.33
RTU/Enhanced Call Center Mgt.	SW0224A		1,053.37		1,053.37
Multiple Queue Assignment	SW0230A		702.25		702.25
RTU/Enhanced ACD Overflow	SW0222A				
Ringin Generator DC	NT6D42CD		795.88	105.37	901.25
Filler Panel-Ringing Generator	NT7D05AA		23.41		23.41
Column Spacer Kit (2.75 in)	NT8D49AA		163.86	52.62	216.48
Pedestal/Top Cap Package DC	AS1081D		3,277.16	1,580.80	4,857.96
Network Card	QPC414C		936.33	105.37	1,041.70
MFA150 Mod. Power Asmb-Single She	AS1200D		2,996.26	210.72	3,206.98

**Exhibit B**

**Meridian Option 11 - 81 Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
MPR25E Mod. Power Rectifier 25 Amp	NT5C06CC		1,779.03		1,779.03
VLAN Maintenance Cable	NTAG81DA		98.31		98.31
Downloadable DCHI for DDP	NTBK51AA		1,053.37	26.32	1,079.69
Dual Port DTL/PRI Package	AS7200		5,617.98	421.53	6,039.51
PRI Package	AS1061		2,200.38	421.53	2,621.91
4 Port SDI Paddle Board Assembly	AS1052		1,591.76	79.06	1,670.82
Multi-Purpose Serial Data Link	NT6D80AB		2,106.74		2,106.74
Analog Message Waiting Line Card	NT8D09BA		1,638.58	263.46	1,902.04
Universal Trunk Card	NT8D14BB		1,685.39	157.99	1,843.38
Miran Rel 2 Small (5 Channels)	NTVP1000		2,359.55	52.62	2,412.17
Miran Rel 2 Medium (6 Channels)	NTVP1001		3,539.33	52.62	3,591.95
Miran Rel 2 Large (10 Channels)	NTVP1002		4,194.76	52.62	4,247.38
Digitone Receiver Card	NT8D16AB		1,170.41	105.37	1,275.78
Class Modem Card	NT5D60AA		2,621.72	157.99	2,779.71
Special Console/Line Card Package	AS1013		2,340.83	105.37	2,446.20
Digital Line Card (DLC)	NT8D02GA		1,638.58	105.37	1,743.95
Special M1 ATT PC w/DLC	AS1066		3,089.89	526.90	3,616.79
68060E CPU 128Mb	NT5D03FB		5,383.90		5,383.90
MTE Rls 9 S/W (Single User)	NTJH09AA		262.17	105.37	367.54
MMax-IPEE Mod. (Opt. 21-81C)	NTJH17BA		8,192.89	210.72	8,403.61
MMax-IPEE Rls 9 Enhanced Software	NTJH11BA		9,831.47	105.37	9,936.84
10 Agent Increment for MMax-IPE/IP	S0005907		655.43		655.43
MQA Reporting for Max Rls 9 SC	S0005901				
RS232 Straight Cable 10 ft	NTND91AA		42.60		42.60
Straight Thru Cable M/M 45 ft	NT1R03DV		203.18		203.18
Straight Thru Cable M/F	NT1R03EV		196.63		196.63
600Mb Data Cassette Tape	A0605411		87.39		87.39
DEC Terminal Package	AS7011		655.43	79.06	734.49
Network to I/O Cable 6 ft	NT8D86BD		49.16		49.16
2 Port SDI I/O to DTE/DCE Cbl 48 ft	NT8D93AW		58.99		58.99
DDP to Clock Controller Cable 7 ft	NTCG03AD		39.33		39.33
DDP to Clock Controller 2 ft 8 in	NTCG03AB		32.77		32.77
Network to PE Cable 2 ft	NT8D85BB		19.66		19.66
PRI/DTI to Clock Controller Cbl 2 ft	NT8D79AB		26.22		26.22
PRI/DTI to Clock Controller Cbl 4 ft	NT8D79AC		29.49		29.49
Network to Controller Cbl 6 ft	NT8D91AD		36.05		36.05
2 Port SDI I/O to DTE/DCE Cbl 16 ft	NT8D93AJ		39.33		39.33
DDP to MSDI Cable 6 ft	NTCK80AA		85.21		85.21
Intell Pheriph Eqpt Mod Pkg DC	AS1054D		5,617.98	316.08	5,934.06
Superloop Network Card	NT8D04BA		1,638.58		1,638.58

**Exhibit B**

**Meridian Option 11 - 81 Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
M2006 Sgl Line Tel, Basic, Black	NT9K05AA		88.49	26.32	114.81
M2008 Std. Bus Tel, Basic, Black	NT9K08AA		114.71	26.32	141.03
M2008 Std Bus Tel w/Display, Black	NT9K08AC		229.40	26.32	255.72
M2008HF Std Bus Tel, Basic, Black	NT9K08AB		157.30	26.32	183.62
M2008HF Std Bus Tel w/Display, Black	NT9K08AD		255.62	26.32	281.94
M2216ACD Telephone, Black	NT9K18AC		344.10	26.32	370.42
M2616 Perf-Plus Tel, Basic, Black	NT9K16AA		262.17	26.32	288.49
M2616 Perf-Plus Tel w/Display, Black	NT9K16AC		344.10	26.32	370.42
M8004 Basic set, Charcoal	NT2N02AAA		32.76	26.32	59.08
M8009 Universal set, Black	A0404585		59.13	26.32	85.45
M8314 Bfack, Handsfree	A0400006		125.44	26.32	151.76
M3901 Entry, Charcoal	NTMN31BA7		52.43	26.32	78.75
M3902 Basic, Charcoal	NTMN32BA7		107.14	26.32	133.46
M3903 Enhanced, Charcoal	NTMN33BA7		219.58	26.32	245.90
M3904 Professional, Charcoal	NTMN34BA7		360.49	26.32	386.81
<b>Meridian Option 81C System Configuration:</b>					
Meridian 1 Option 81C System Pk DC	SY1025D		28,323.98	4,215.69	32,539.67
Meridian 1 System Software Rel 24	SW0000K		2,808.99		2,808.99
RTU/FAST TDS	SW0028A				
ISDN Networking	SW0051B		1,053.37		1,053.37
M Link 5C & CCR CO Resident Sftwan	SW7461A		6,554.31		6,554.31
Opt 81C Reqd. for Opt 81C	SW0013A				
ACD/Message Processing	SW0221C		936.33		936.33
RTU/Enhanced ACD Routing	SW0223A		374.53		374.53
Enhanced Call Center Routing	SW0225B		795.88		795.88
RTU/Hold in Queue for IVR	SW0227A				
RTU/Meridian Link Module SW	SW0251A		936.33		936.33
Ringin Generator DC	NT6D42CD		795.88	105.37	901.25
Filler Panel-Ringing Generator	NT7D05AA		23.41		23.41
Network Group Package DC	AS1006D		9,363.30	210.72	9,574.02
Network Card	QPC414C		936.33	105.37	1,041.70
Line Side T1 Interface Card, Inst.	P0907386		14.98		14.98
Mat 6, End User C.S.	NTZC01AD		573.51	421.53	995.04
Mat 6 System Manage. Mktg. Bun	NTZC04CA		11,470.04	1,686.26	13,156.30
Mat 6 Call Acct. Lg. Expansion Lice	P0876393		5,898.88		5,898.88
MDR2000 Buffer Box 2Mb 117Vaa/60	NTZK52DA		2,153.08		2,153.08
Terminating Plug	QPF36B		7.02		7.02
System 600/48 Mod Pwr Pkg Mn Cab	AS1209D		11,235.96	263.46	11,499.42
Downloadable DCHI for DDP	NTBK51AA		1,053.37	26.32	1,079.69

## Exhibit B

## Meridian Option 11 - 81 Unit Purchase/Install Pricing

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
Dual Port DTL/PRI Package	AS7200		5,617.98	421.53	6,039.51
PRI Package	AS1061		2,200.38	421.53	2,621.91
Multi-Purpose Serial Data Link	NT6D80AB		2,106.74		2,106.74
Enh. MM EC Opt 28-48 Port	SY7021D		14,419.48	2,107.80	16,527.28
MMail Rel 13 Base Software	NTZR57CA		1,310.86		1,310.86
8 Port Full Service Voice Processing	AS7110		17,696.64	210.72	17,907.36
Meridian Companion Base Pkg.	SY8502N		4,391.39	421.53	4,812.92
C3060 Portable Only and Doc	NTHH11GA		311.34		311.34
Portable Credit	SW8501		98.31		98.31
Companion PCI-B Kit	NTHB08AA		294.94		294.94
Remote Set Device (RAD)	NT8B80AP		198.98		198.98
Companion Manager	NTHB09AA		163.86		163.86
Analog Message Waiting Line Card	NT8D09BA		1,638.58	263.46	1,902.04
Line Side T1 Interface Assemb 2	AS1460		2,328.09	105.37	2,633.46
Universal Trunk Card	NT8D14BB		1,685.39	157.99	1,843.38
Digitone Receiver Card	NT8D16AB		1,170.41	105.37	1,275.78
Special Console/Line Card Package	AS1013		2,340.83	105.37	2,446.20
Digital Line Card (DLC)	NT8D02GA		1,638.58	105.37	1,743.95
Special M1 Att.PC w/DLC	AS1066		3,089.89	526.90	3,616.79
68060E CPU 128 Mb	NT5D03FB		5,383.90		5,383.90
150 MByte Data Cassette Tape	A0352271		32.77		32.77
Meridian Link & CCR IPEE Module	SY1223		8,192.89	210.72	8,403.61
Straight Thru Cable M/M 45 ft	NT1R03DV		203.18		203.18
Straight Thru Cable M/F	NT1R03EV		196.63		196.63
SDI Multi-Port Cable 2 ft	NT8D96AB		58.99		58.99
Network to I/O Cable 6 ft	NT8D86BD		49.16		49.16
Ext Sys Mntr Serial Link Cable 25 ft	NT8D46AP		9.84		9.84
2 Port SDI I/O to DTE/DCE Cbl 48 ft	NT8D93AW		58.99		58.99
DDP to Clock Controller Cable 7 ft	NTCG03AD		39.33		39.33
DDP to Clock Controller Cable 14 ft	NTCG03AA		49.16		49.16
Network to PE Cable 8 ft	NT8D85BE		22.95		22.95
Network to Controller Cable 10 ft	NT8D91AF		39.33		39.33
Network to Controller Cable 12 ft	NT8D91AG		42.60		42.60
Network to Controller Cable 8 ft	NT8D91AE		39.33		39.33
Appl Mod to SDI PDL BRD Cble 6 ft	NT7D46AD		32.77		32.77
MSDL to I/O Panel Cable 6 ft	NTND27AB		98.31		98.31
Straight Thru Cable M/M 4 ft	NT1R03DC		49.16		49.16
Intell. Periph. Eqpt. Mod Pkg DC	AS1054D		5,617.98	316.08	5,934.06
Column Spacer Kit (2.75 in)	NT8D49AA		163.86		163.86
Pedestal/Top Cap Package DC	AS1081D		3,277.16	52.62	3,329.78

**Exhibit B**

**Meridian Option 11 - 81 Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
Superloop Network Card	NT8D04BA		1,638.58		1,638.58
M2006 Sgl Line Tel, Basic, Black	NT9K05AA		88.49	26.32	114.81
M2008 Std. Bus Tel, Basic, Black	NT9K08AA		114.71	26.32	141.03
M2008 Std Bus Tel w/Display, Black	NT9K08AC		229.40	26.32	255.72
M2008HF Std Bus Tel, Basic, Black	NT9K08AB		157.30	26.32	183.62
M2008HF Std Bus Tel w/Display, Black	NT9K08AD		255.62	26.32	281.94
M2216ACD Telephone, Black	NT9K18AC		344.10	26.32	370.42
M2616 Perf-Plus Tel, Basic, Black	NT9K16AA		262.17	26.32	288.49
M2616 Perf-Plus Tel w/Display, Black	NT9K16AC		344.10	26.32	370.42
M8004 Basic set, Charcoal	NT2N02AAA		32.76	26.32	59.08
M8009 Universal set, Black	A0404585		59.13	26.32	85.45
M8314 Black, Handsfree	A0400006		125.44	26.32	151.76
M3901 Entry, Charcoal	NTMN31BA7		52.43	26.32	78.75
M3902 Basic, Charcoal	NTMN32BA7		107.14	26.32	133.46
M3903 Enhanced, Charcoal	NTMN33BA7		219.58	26.32	245.90
M3904 Professional, Charcoal	NTMN34BA7		360.49	26.32	386.81

**Exhibit C**  
**Norstar Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
0 X 32 ICS KSU	NT7B53FA93		800.10	591.57	1,391.67
CICS Bundled W/LS/DS Card	NT7B58AA-93	882195	411.93	526.90	938.83
CICS Bundled W/Caller ID Card	NT7B58AB-93	882196	574.22	526.90	1,101.12
CICS Bundled W/2 Port BRI U Card	NT7B58AC-93	882197	823.88	632.26	1,456.14
CICS Bundled W/4 Port BRI U Card	NT7B58AD-93	882235	1273.27	526.90	1,800.17
CICS Services Card	NTBB04GD-93	882208	199.73	26.32	226.05
CICS Combo Services Card/TCM Exp.	NTBB04GC-93	831813	686.56	26.32	712.88
4.1 Restricted Software W/RAD	NT7B65AAAH	882674	274.63	13.12	287.75
4.1 Standard Software W/RAD	NT7B65AAAG	882660	424.42	105.37	529.79
4.1 Standard Software W/RAD & AA	NT7B65AAAJ	882675	512.99	13.12	526.11
Rest. S/W to Standard S/W Upgrade	NTAB2000	830132	299.60	52.62	352.22
MICS Rel 4.1 NA Software	NT7B83AAAJ	882661	849.01	105.37	954.38
MICS Rel 4.1 XC Software	NT7B83AAAK	882676	1298.24	13.12	1,311.36
MICS NA Upgrade Tool	NTAB2569	882249	199.73	26.32	226.05
MICS XC Upgrade Tool	NTAB2567	882248	199.73	26.32	226.05
2 Port Fiber Expansion Card	NTBB02GA	882207	274.69	26.32	301.01
6 Port Fiber Expansion Card	NTBB06GA	792955	748.98	26.32	775.30
6 Port Combo Fiber Expansion W/B58 Services Card	NTBB25GA-93	796151	786.43	26.32	812.75
MICS Services Cartridge	NTBB24GA	882209	299.60	26.32	325.92
Fiber Trunk Module	NTBB20FB	792957	337.04	148.81	485.85
Fiber Station Module	NTBB41FB	882210	586.70	157.99	744.69
Analog Station Module	NTBB51CA-93	831642	699.05	105.37	804.42
Analog Station Module/Message Waiting	NTBB51CB-93	831641	798.92	105.37	904.29
MICS 6 Port Copper Expansion Card	NTBB07GA-93	792956	1248.30	26.32	1,274.62
DR5 Software	NT5B25DK93		452.97	68.00	520.97
Copper Trunk Module (8x24 & MICS)	NT5B32FA	169025	299.60	148.81	448.41
Copper Station Module (8x24 & MICS)	NT5B50FA	169035	549.25	105.37	654.62
8x24 2-Port Copper Expansion Cartridg	NT5B26GA	169015	249.66	26.32	275.98



**Exhibit C**  
**Norstar Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
8x24 6-Port Copper Expansion Cartridge	NT5B27GA	169020	586.70	26.32	613.02
8x24 DR2 to DR5 Software Upgrade	U8216	796031	372.00	157.99	529.99
8x24 DR3/4 to DR5 Software Upgrade	U8220	796033	112.35	0.00	112.35
LS/DS (Loop Start/Disconnect Supervis)	NT7B75GA	792934	287.11	26.32	313.43
Caller ID	NT5B41GA-93	789633	449.39	26.32	475.71
2 Port BRI U Interface Card	NT7B86GA-93	882202	699.05	26.32	725.37
4 Port BRI U Interface Card	NT7B87GA-93	882203	1148.44	26.32	1,174.76
4 Port BRI S/T Interface Card	NT7B76AA-93	882199	1148.44	26.32	1,174.76
DTI (Digital Trunk Interface)	NT7B74GA	882198	1797.56	210.72	2,008.28
PRI Enabler Keycode (Use With DTI)	NTAB2769	882321	299.60	26.32	325.92
E&M (Tie Lines)	NT5B38GA-93	169640	436.91	26.32	463.23
DID (Direct Inward Dial)	NT5B37GA-93	169641	549.25	26.32	575.57
Data Communication Interface	NT8B53AA++		293.58	67.00	360.58
M7100 (Black)	NT8B14AG03	831719	112.10	26.32	138.42
M7100 (Ash)	NT8B14AG35	831720	112.10	26.32	138.42
M7100 (Gray)	NT8B14GA93	831721	112.10	26.32	138.42
M7208 (Black)	NT8B30AH03	831722	167.02	26.32	193.34
M7208 (Ash)	NT8B30AH35	831723	167.02	26.32	193.34
M7208 (Gray)	NT8B30AH93	831724	167.02	26.32	193.34
M7310 (Black)	NT8B20AK03	831725	182.01	26.32	208.33
M7310 (Ash)	NT8B20AK35	831726	182.01	26.32	208.33
M7310 (Gray)	NT8B20AK93	831727	182.01	26.32	208.33
M7324 (Black)	NT8B40AH03	831728	244.42	26.32	270.74
M7324 (Ash)	NT8B40AH35	831729	244.42	26.32	270.74
M7324 (Gray)	NT8B40AH93	831730	244.42	26.32	270.74
M7410 (Black)	NT8B16AA03	821521	574.22	26.32	600.54
M7410 (Ash)	NT8B16AA35	821523	574.22	26.32	600.54
M7410 (Gray)	NT8B16AA93	821508	574.22	26.32	600.54
M7410 Earbud Headset	A0653404	821536	81.92	5.25	87.17
M7410 Headband Headset	A0653406	821537	114.70	5.25	119.95
BLF - Black	NT8B91CA-03	882283	89.88	52.62	142.50
BLF - Ash	NT8B91CA-35	882284	89.88	52.62	142.50
BLF - Gray	NT8B91CA-93	882285	89.88	52.62	142.50
KLM - Black	NT8B41FA-03	882275	232.18	52.62	284.80
KLM - Ash	NT8B41FA-35	882276	232.18	52.62	284.80
KLM - Gray	NT8B41FA-93	882277	232.18	52.62	284.80
NACU (Norstar Audio Conf. Unit)	NTAB2666	881681	569.23	52.62	621.85
CTA 100	NT8B83AAAC	882280	162.27	26.32	188.59
CTA 150	NT8B83AAAF	882281	274.63	26.32	300.95
CTA 500 Digital Modem	NTBB33GA93	831815	274.63	26.32	300.95

**Exhibit C**  
**Norstar Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
ATA (Analog Terminal Adapter)	NT8B90AL93	830049	124.83	39.53	164.36
SAP (Station Auxilliary Power Supply)	NT8B60CA	169226	42.44	13.12	55.56
FASTRADII	NT8B80AAAB	881791	212.21	26.32	238.53
SMDR 6	NTAB2767	882320	349.53	26.32	375.85
Norstar Manager	NT8B81AK		133.20	32.00	165.20
VMI (Voice Mail Interface)	NT8B89DA93	789240	748.98	26.32	775.30
Norstar Doorphone (Steel Faceplate)	NT8B79FA	796131	162.28	26.32	188.60
Norstar Doorphone (Brass Faceplate)	NTAB1223	796133	172.27	26.32	198.59
Door Opening Controller	NT8B79FB	796132	92.38	13.12	105.50
Norstar Remote Utilities Rls. 8.0	NTAB2792	881790	374.49	52.62	427.11
Fiber Cable Kit	NTAB1829	830256	34.95	13.12	48.07
MICS Cable Management Kit	NTAB1521-93	796150	32.46	52.62	85.08
Power Strip	NT5B56AA	169230	14.98	0.00	14.98
Flash Voice Mail Light	NT5B31AAAC	882690	978.67	316.08	1,294.75
Flash Light to Flash Model 2 Upgrade	NTAB4015	882691	1,248.30	316.08	1,564.38
Flash Voice Mail, Rls 1.9, Model 2	NT5B07AAAAG	881787	1,909.90	632.26	2,542.16
Flash Voice Mail, Rls 1.9, Model 4	NTAB07AAAF	881788	2,833.65	632.26	3,465.91
Flash Voice Mail Upgrade 1.7 to 1.9	NTAB2782-Y2	882455	0.00	105.37	105.37
Flash 2 to 4 Upgrade	NTAB1265	796129	998.65	210.72	1,209.37
Flash ACD, Model 2	NT5B06AAAA	882218	1,909.92	421.53	2,331.45
Flash ACD, Model 4	NT5B06AAAB	882219	2,833.66	421.53	3,255.19
Flash ACD and Voice Mail, Model 4	NT5B74AABC	882228	3,495.26	843.06	4,338.32
Flash ACD Softkey Kit	NTAB2463	881676	998.65	105.37	1,104.02
Voice Mail 4.0, Model 2 (w/Minnet)	NT5B74AAAAG	882220	4,241.74	632.26	4,874.00
Voice Mail 4.0, Model 4 (w/Minnet)	NT5B74AAAJ	882221	5,240.39	632.26	5,872.65
Voice Mail 4.0, Model 6 (w/Minnet)	NT5B74AAAL	882222	6,738.35	1,053.90	7,792.25
Voice Mail 4.0, Model 8 (w/Minnet)	NT5B74AAAN	882223	8,236.32	1,053.90	9,290.22
Voice Mail 4.0, Model 10 (w/Minnet)	NT5B74AAAQ	882224	9,734.30	1,159.26	10,893.56
Voice Mail 4.0, Model 12 (w/Minnet)	NT5B74AAAR	882225	11,232.27	1,159.26	12,391.53
Voice Mail 4.0, Model 14 (w/Minnet)	NT5B74AAAV	882226	12,730.24	1,159.26	13,889.50
Voice Mail 4.0, Model 16 (w/Minnet)	NT5B74AAAX	882227	14,228.21	1,159.26	15,387.47
DS-30 (Fiber) to DVC (TCM) Adapter	NTAB2261	831792	424.42	52.62	477.04
ICS Voice Mail Service (4 Ch. 30 Hr.)	SPP101		4,529.70	1,033.00	5,562.70
Fax Messaging	SPP108	831826	4,369.07	210.72	4,579.79
Fax Messaging (w/8 Port Mail only)	SPP109	831827	4,369.07	210.72	4,579.79
Digital Networking Option	NTAB2606	882260	1,497.97	105.37	1,603.34
Desktop Messaging (10 Seat License)	NTAB2611	882289	998.65	0.00	998.65
Desktop Messaging (25 Seat License)	NTAB2618	882291	2,246.95	0.00	2,246.95
Desktop Messaging (50 Seat License)	NTAB2620	882292	3,994.58	0.00	3,994.58
Desktop Messaging (100 Seat License)	NTAB2622	882293	6,990.52	0.00	6,990.52

**Exhibit C**  
**Norstar Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
2 Channel Upgrade	NTAB2602	881785	1,747.63	368.81	2,116.44
4 Channel Upgrade	NTAB2603	882257	3,245.60	526.90	3,772.50
6 Channel Upgrade	NTAB2604	882258	4,743.56	526.90	5,270.46
8 Channel Upgrade	NTAB2605	882259	6,241.53	526.90	6,768.43
MS-PEC (8 Channel Expansion)	NTBB80AB93	831817	748.98	210.72	959.70
DVC (Digital Voice Card)	SPP138	824417	1,747.63	0.00	1,747.63
2 Channel Keycode (DVC Only)	NTAB1306	796060	1,747.63	316.08	2,063.71
8 MB RAM Upgrade	NTAB1326	796064	274.63	105.37	380.00
16 MB RAM Upgrade	NTAB2529	823620	499.32	79.06	578.38
4.0 VM Software Pkg.	NTAB2594	882454	49.93	0.00	49.93
4.0 VM Upgrade Kit (Used 2/882454)	NTAB2598	882255	499.32	105.37	604.69
Startalk A,B, and C Y2K Upgrade	NTAB1695	794524	1.33	210.72	212.05
Instant Internet 100 w/ISDN	CQ1001108	864700	1,226.22	421.53	1,647.75
Instant Internet 100 w/56K Flex	CQ1001109	864701	1,226.22	421.53	1,647.75
Instant Internet 100 w/56x2/V.90	CQ1001110	864702	1,226.22	421.53	1,647.75
Instant Internet 400 w/T1	CQ1001078	864704	6,382.81	526.90	6,909.71
Instant Internet 400 w/V.35	CQ1001082	864705	4,575.74	526.90	5,102.64
24 Port 255 10/100 Hub	AT2201E10	864707	1,934.85	421.53	2,356.38
100 Base-T Cascade Cable (use w/255)	AT2218002	864709	99.88	26.32	126.20
12 Port 350 10/100 Switch	AL2012E18	864710	2,575.07	421.53	2,996.60
24 Port 350 10/100 Switch	AL2012E17	864711	3,220.45	421.53	3,641.98
1 Port 250 100 Base-FX MDA	AT2204003	864708	773.17	421.53	1,194.70
4 Port 400 100 Base-FX MDA	AL2033003	864712	2,058.76	421.53	2,480.29
4 Port 400 10 Base-T/100 Base-TX ML	AL2033004	864713	1,284.31	421.53	1,705.84
Datasmart 658 T1 Single Port Add/Drop	72658	821801	2,195.14	105.37	2,300.51
Datasmart T1 Max Dual Port Add/Drop	72761	821814	2,965.36	157.99	3,123.35
Crosspath T1 Mini-DCS	77710	822057	7,611.25	52.62	7,663.87
T1 to Datasmart/Crosspath Unit	93010151	824445	55.02	26.32	81.34
Datasmart to V.35 Router	95010052	821459	115.11	26.32	141.43
Datasmart Mounting Tray	78031	821806	80.41	26.32	106.73
NDI, License, V.35 Cable	NTAB2943	882702	2,327.35	157.99	2,485.34
NDI, License, Bay DB-44 Cable	NTAB3098	882703	2,327.35	157.99	2,485.34
NDI, License, Cisco DB-60 Cable	NTAB3099	882704	2,327.35	157.99	2,485.34
Norstar Data Interface (NDI)	NTBB26CA-93	882694	719.36	131.68	851.04
Bandwidth Allocation License	NTAB2447	823614	1,730.71	0.00	1,730.71
NDI V.35 Cable	NTAB2936	882696	372.38	13.12	385.50
NDI RS-449 Cable	NTAB2937	882697	372.38	13.12	385.50
NDI EAI-530A Cable	NTAB2938	882698	372.38	13.12	385.50
NDI EAI-530/RS-232 Cable	NTAB2939	882699	372.38	13.12	385.50
NDI Bay DB-44 Cable	NTAB2940	882700	372.38	13.12	385.50

**Exhibit C**  
**Norstar Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
NDI Cisco DB-60 Cable	NTAB2941	882701	372.38	13.12	385.50
Monaural (Headband)	A0651109	169631	159.96	6.18	166.14
Binaural (Headband)	A0651110	830264	186.60	6.18	192.78
Binaural NC (Headband)	A0378152	830298	197.26	6.18	203.44
Wireless Amplifier (Headset Separate)	A0651108	831628	499.91	61.91	561.82
3 in 1 Headset (For Use w/Wireless)	A0651112	831698	134.96	6.18	141.14
Ear Hook Kit	A0378013	169302	20.00	6.18	26.18
PC Console with CTA100	NT8B83AAAA	882278	1,416.73	123.96	1,540.69
PC Console with CTA 1501	NT8B83AAAB	882279	1,588.11	123.96	1,712.07
PC Console CD-Rom (Software only)	A0720202	823656	1,256.77	0.00	1,256.77
1 Attendant License Upgrade	NTAB2231	882239	936.86	0.00	936.86
4 Attendant License Upgrade	NTAB2232	882240	1,860.02	0.00	1,860.02
5 Watt Horn (One Way)	456074	580520	138.37	46.50	184.87
5 Watt Talkback Horn (One Way)	456071	580673	74.19	46.50	120.69
15 Watt Horn (One Way)	456055	580609	163.14	46.50	209.64
8" Ceiling Speaker (One Way)	456077	580500	47.55	46.50	94.05
8" Ceiling Speaker (Talkback)	456075	580674	36.18	46.50	82.68
Bridge/Backbox Mounting Hardware	456059	580679	22.81	30.96	53.77
V-2000 Page Control (1 Zone, 12P.U.)	436178	580540	204.45	123.96	328.41
V-2001 Page Control (1 Zone, 20P.U.)	V2001-A	580682	296.37	123.96	420.33
V-2006 Page Control (6 Zone, 30P.U.)	436452	580556	617.49	123.96	741.45
6 P.U. Power Supply	433512	580627	34.24	0.00	34.24
FM Tuner	455187	580665	112.21	61.91	174.12
Tuner Power Supply (Use w/455087)	433159	580626	17.46	0.00	17.46
Volume Control (Wall Mount)	457083	580615	30.43	30.96	61.39
Message/Music On Hold	SC4	820206	899.30	61.91	961.21
Message On Hold - 4 Mins.	451617	729187	774.46	61.91	836.37
Message On Hold - 8 Mins.	451666	729186	941.49	61.91	1,003.40
Maestro 900 DSS (Black)	A0664093	823521	210.98	26.32	237.30
Maestro 4625CT (Black)	A0658355	831738	141.28	26.32	167.60
Tropez 1 Line Cordless	900NDX	794573	313.00	30.96	343.96
Tropez 2 Line Cordless	6400-70	764575	492.90	30.96	523.86
Tropez Clip-On Holster	GRIPIT	820408	24.04	0.00	24.04
Noisy Area Handset/Confidencer (Black)	NT0C09NL03	796154	50.78	0.00	50.78
Noisy Area Handset/Confidencer (Gray)	NT0C09NL93	796156	47.61	0.00	47.61
Noisy Area Handset/Confidencer (Beige)	NT0C09NL35	796155	47.61	0.00	47.61
Polycom Soundstation	454128	793066	791.91	30.96	822.87
Polycom EX (3 Speakers)	454132	793074	1,585.41	30.96	1,616.37
M7324 Feature Card	P0709289	723897	0.67	0.00	0.67
M7310 Feature Card	P0749850	723889	0.67	0.00	0.67

**Exhibit C**  
**Norstar Unit Purchase/Install Pricing**

Description	Nortel Part #	Company Part #	Unit Material Price	Unit Labor Price	Total Unit Price
M7208 Feature Card	P0709283	723895	0.67	0.00	0.67
Startalk Flash User Guide	P0803806	796137	1.33	0.00	1.33
Norstar Voice Mail User Guide	P0869198	821251	1.33	0.00	1.33
VM Training Video	VT030	796146	13.32	0.00	13.32
Norstar CBT CD	980451	881662	39.94	0.00	39.94
Analog Line Protector	6-AP	302520	10.61	5.25	15.86
T1 Line Protector	RJ-AP45	789334	36.83	13.12	49.95
OPX Line Protector	6-DP	302521	10.61	5.25	15.86
2x1 Package w/XC Software	AS1251	821492	1,802.44	316.08	2,118.52
6x2 Package w/XC Software	AS1252	821493	4,260.30	843.06	5,103.36
Base Station	NTAE20AA	797035	475.19	105.37	580.56
Omni Outdoor Antenna	NTAE50AA	797136	376.87	105.37	482.24
Portable Handset	NTHH11EA	821495	311.33	26.32	337.65
Charger Kit w/Battery	NTHH06CA	797042	131.09	0.00	131.09
Portable Credit	SW8501	797049	98.32	0.00	98.32
Portable Clip-On Holster	NTHH24AA	797047	16.38	0.00	16.38
Companion Headset	NTHH23BA	797046	114.70	5.25	119.95
8-Bix Remote Power Interface	NTE023AA	881004	458.80	26.32	485.12
16-Bix Remote Power Interface	NTE024AA	881005	786.52	0.00	786.52
110V Plug-In Transformer	A0386334	797026	39.32	0.00	39.32
<b>LABOR RATES:</b>					
Regular 8:00 am to 5:00 pm				64.00	64.00
Overtime				96.00	96.00